

1964

Speaking engagements; Articles and books

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Speaking

Engagements

| <i>SPEAKER</i> | <i>DATE</i> | <i>SUBJECT</i> | <i>AUDIENCE</i> |
|----------------------|-------------|----------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| Atlanta | | | |
| MACBETH, E. A. DUFF | Oct. 29 | When To Organize A Separate Systems Processing Staff | Administrative Systems Association—Seminar |
| MINNEAR, ROBERT E. | Oct. 9 | Safeguarding Your Business Against Losses | Kiwanis Club of Sandy Springs—Georgia |
| | Oct. 24 | Career Opportunities with TRB&S | Georgia State College |
| VEST, GEORGE | Oct. 30-31 | Reallocation Problems of Related Taxpayers | Tax Forum—presented by Atlanta Chapter Georgia Society of CPAs and Emory University |
| Boston | | | |
| KELLER, DONALD M. | Dec. 9 | Profitability Accounting | Merrimack Valley Chapter of National Association of Accountants |
| WIESE, DONALD C. | Nov. 10 | Techniques of Installment Sales and Revolving Credit: Methods of Election; Bulk Sales of Receivables and Notes | 23rd Annual Institute on Federal Taxation—New York University |
| Chicago | | | |
| BINTINGER, THOMAS | Oct. 20 | How to Control Shoplifting & Internal Security | Chicago Association of Commerce and Industry |
| DAVIDSON, H. JUSTIN | Sept. 2 | Credit Evaluation Techniques & Sales Clerk Scheduling | Annual National Retail Merchants Association EDP Conference for Retailers |
| | Oct. 19 | Business Problems & Their Resolution Through Scientific Techniques | Tulane University—MBA Students & Faculty |
| | Oct. 20 | Techniques in Submitting or Presenting Findings & Recommendations to Clients | The Illinois Society of CPAs Management Services Seminar |
| | Nov. 17 | Business Information System | Chicago Chapter of the Institute of Management Sciences |
| FINNEY, STEPHEN, I. | Sept. 23-25 | Improving Managerial Skills of Your New or Prospective Managers | Seminar—American Management Association |
| | Nov. 24 | Mergers & Acquisitions | Chicago Association of Commerce and Industry |
| FREWERT, WILLIAM | Oct. 23 | Management of a Tax Practice | The Southern Illinois Chapter of the Illinois Society of CPAs |
| HAUSMAN, DONALD I. | Nov. 10 | Procedural Problems in Tax Practice | The Illinois Society of CPAs Professional Development |
| KAY, ROBERT | Sept. 11 | Internal Control as a Fraud Deterrent | American Academy of Polygraph Examiners |
| | Oct. 9 | CPA Examination | The Illinois Society of CPAs |
| SCHWANBECK, WILLIAM | Dec. 10 | Affiliated Companies | The Illinois Society of CPAs Tax Seminar |
| SODERDAHL, WALTER | Nov. 24 | Mergers & Acquisitions | Chicago Association of Commerce and Industry |
| TRUEBLOOD, ROBERT M. | Dec. 16 | Depreciation | National Association of Accountants, Seattle, Washington |

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|-----------------------|----------------------|----------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|
| <i>Cleveland</i> | | | |
| BONI, GREGORY M. | Sept. 17 | Auditing Electronic Accounting Systems | Northwest Computer Association at Seattle |
| | Nov. 12 | Financial Analysis For Marketing Management | Marketing Executives at University of Wisconsin |
| | Mar. 3 1965 | Profitability Accounting | Budget Society in Cleveland |
| <i>Dayton</i> | | | |
| CUNNINGHAM, KEITH A. | Sept. 3 | Estate Planning | Folding Paper Box Association—Chicago Seminar |
| EWALD, LARRY D. | Oct. 9 | Benefits of Public Accounting | University of Dayton Accounting Club |
| PARKER, R. ALLAN | Sept. 27 | The CPA — What, When, Where & Why | Alpha Kappa Psi—University of Dayton |
| SHANK, JOHN K. | Sept. 27 | Public Accounting — The Four W's | Delta Sigma Pi—University of Dayton |
| <i>Denver</i> | | | |
| FIEDELMAN, RONALD S. | Nov. 23 | Unusual Applications of Sub-Chapter S | Colorado Society of CPAs |
| GRIFFIN, CARLETON H. | Sept. 25 | Recent Developments in Changes in Accounting Methods | Northwest Tax Institute, Eugene, Oregon |
| | Nov. 16 | Personal Holding Companies | AICPA Professional Development Program—Oklahoma City |
| | Dec. 7 | Personal Holding Companies | AICPA Professional Development Program—Jackson, Mississippi |
| PALMER, RUSSELL E. | Oct. 12 | Managing the Engagement | Colorado Society of CPAs |
| <i>Detroit</i> | | | |
| BODMAN, HENRY E., II | Sept. 1-4 | The Use of Incremental Cost in Decision Making, Planning Your Inventory, Communicating to Management, Dimensions of Change | Folding Paper Box Association of America |
| BURCHFIELD, DAVID V. | Sept. 17 | Profitability Accounting | Lansing Chapter of National Association of Accountants |
| HEGARTY, JOHN D., JR. | Oct. 23 | Depreciation | AICPA Professional Development Tax Conference, Detroit |
| | Dec. 4 | Depreciation | Fifteenth Annual Tennessee of Federal Taxation, Memphis |
| JENNINGS, DONALD W. | Sept. 1 | Accounting Data for Management — Business Needs and Curriculum Requirements | American Accounting Association, Indiana University, Bloomington, Indiana |
| | Sept. 28 - Oct. 1 | Accounting and Finance for Non-financial Executives | Seminar—University of Wisconsin |
| | Nov. 16-20 | Profitability Accounting | Seminar—University of Wisconsin |
| | May 4-7 1965 | Accounting and Finance for Non-financial Executives | Seminar—University of Wisconsin |
| | May 18 1965 | Profitability Accounting and Control | National Accounting Association—Nashville, Tennessee |
| | May 24-28 1965 | Profitability Accounting | Seminar—University of Wisconsin |

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|----------------------------------------|--------------|----------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------|
| JENSEN, WALLACE M. | Oct. 1 | Purchase of Intangible Business Assets | Fourteenth Tax Institute—Tulane University |
| | Oct. 22-23 | Multiple Problems of Multiple Corporations | Texas CPA Tax Institute, Dallas and Houston |
| KELLY, DANIEL J. WISHART, ROBERT D. | Oct. 21 | The Dynamics of the Public Accounting Profession | Accounting and Finance Club of Michigan State University |
| REAMES, KENNETH S. | Dec. 4 | Stock Options — Qualified and Unqualified | Fifteenth Annual Tennessee of Federal Taxation, Memphis |
| SCHATZ, HARVEY E. | Jan. 8 1965 | Work Measurement | Administrative Management Society |
| SEITZ, JAMES E. | Nov. 24 | Management Reporting | American Society of Women Accountants, Detroit Chapter |
| <i>Executive Office</i> | | | |
| BEVIS, DONALD J. | Nov. 3 | Profitability Accounting for Planning and Control | Faculty of Economic Sciences, sponsored by the Buenos Aires Stock Exchange Foundation—Buenos Aires, Argentina |
| BEYER, ROBERT | Sept. 3 | Profitability Accounting | National Association of Accountants in St. Louis |
| | Sept. 29 | Profitability Accounting | The NABAC Convention in New York |
| | Oct. 20 | Profitability Accounting for Planning and Control | New York Chapter—Budget Executives Institute |
| | Oct. 26 | Managerial Control for Newspapers through Profitability Accounting | Institute of Newspaper Controllers and Finance—Officers—Convention in Cleveland |
| | Nov. 4 | Profitability Accounting for Planning and Control | Argentina Chamber of Commerce—Buenos Aires |
| | Dec. 16 | Impending Changes in the Accounting Profession | National Association of Accountants and the Colorado Society of CPAs |
| | Dec. 17 | Profitability Accounting for Business Management and Control | Financial Executives Institute—Denver |
| | Jan. 19 1965 | Profitability Accounting for Planning and Control | National Association of Accountants—Mid-Florida Chapter |
| | Mar. 8 1965 | Profitability Accounting | Systems and Procedures Association—Milwaukee Chapter |
| | Apr. 30 | Workshop | National Association of Accountants |
| BLUMENTHAL, SHERMAN C. | Oct. 20 | The Growing Trend Towards Real Time Systems | American Management Association—Seminar |
| DIAMOND, WALTER H. | Oct. 7 | European Investment Problems | Motor & Equipment Manufacturers Association—Monthly Credit Group |
| | Oct. 25 | Credit Trends in Latin America | Motor & Equipment Manufacturers Association—Export Credit—Managers Quarterly Conference |
| | Nov. 2 | Investments in United Kingdom and Communist Buying in Commodity Markets | Foreign Credit Interchange Credit Bureau, National Association Credit Management Round Table Conference |
| | Jan. 6 1965 | U.S. Trade Forecast for 1965 | Organization Machinery Metals Export Club |
| PORTER, W. THOMAS | Oct. 30 | Christen Witness | Salvation Army |
| | Jan. 8 1965 | Future of Management Sciences and Management Services in Public Accounting | University of Massachusetts |
| | Jan. 20 1965 | The Use of EDP in Auditing | New York State Society of CPAs |
| POWER, WILLIAM D. | Sept. 4 | On Line-Real Time Department Store Systems | Retail Research Institute, Electronics Conference, Lido Beach, Long Island |
| SPRAGUE, RICHARD E. | Sept. 4 | On Line-Real Time Department Store Systems | Retail Research Institute, Electronics Conference, Lido Beach, Long Island |
| | Nov. 4 | Real Time Systems Today and Tomorrow | American Management Association, New York City |
| | Nov. 12 | Concepts of Computer | Financial Executives, Div. of the Controllers Institute, Dayton, Ohio Chapter |
| | Dec. 2 | Management Control Center Systems Research Report | Management Information Systems Round Table of the American Management Association, New York |

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|-------------------------------------------------------------------|----------------------|---------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------|
| Houston | | | |
| LIPSCOMB, OWEN | Oct. 22 | Danger Areas in Trusts & Estates | Texas CPA Tax Institute |
| PICKENS, LEE | Oct. 8 | Administration of Capital Expenditures Programs | Budget Executives Institute—Tulsa, Oklahoma Chapter |
| Kansas City | | | |
| HOFFMAN, LOREN G. | Sept. 10 | Multiple Corporations' Tax Problems | The Institute of Internal Auditors |
| Los Angeles | | | |
| BERSCH, NEIL R. | Sept. | Computer Prepared Tax Returns | Seminars in Los Angeles and San Francisco offered by Computer Sciences Corporation |
| DRENTEN, THOMAS E. | Sept. 15 | Profit Planning — Dead or Alive | National Association of Accountants—Houston Chapter |
| DRENTEN, THOMAS E. STRATFORD, RICHARD C. WOODARD, GERALD D. | Oct. 19 | Profitability Accounting | Seminar at Statler Hilton Hotel American Management Association |
| HAKOLA, VERN WHALEN, BILL | Oct. 6 | Audit and EDP Procedures | Savings and Loan Users of Tabulating Equipment |
| KANAGA, JACQUELINE | Sept. 8 | Income Averaging Under the 1964 Revenue Act | California Society of CPAs—Los Angeles Chapter |
| WOODARD, GERALD D. | Oct. 1 | Controlling Indirect Labor Costs | Budget Executives Institute—Los Angeles Chapter |
| Milwaukee | | | |
| MICKLER, FRANK | Sept. 22 | Auditing Direct Time Systems | Society for Advancement of Management, Milwaukee Chapter |
| ROBERTSON, LOWELL L. | Sept. 28 - Oct. 1 | Finance and Accounting for Non-Financial Executives | The Management Institute, University of Wisconsin |
| HEBERER, GEORGE TRAWICKI, DONALD J. | Nov. 16-20 | Profitability Accounting | The Management Institute, University of Wisconsin |
| TRAWICKI, DONALD J. | Nov. 6 | Profitability Accounting | Midwest Shoe Manufacturers |
| Minneapolis | | | |
| MOONEY, ROBERT | Sept. 18 | How the Revenue Act of 1964 Affects Individuals | Montana CPA Society Annual Meeting |
| | Sept. 21 | Employee Expenses | Tax Institute of Public Accountants—University of Minnesota |
| SMITH, ROGER | Oct. 9 | A Student's View of Interviewing | Graduating Students of the University of Nebraska |
| Memphis | | | |
| STARK, DON F. | Sept. 25 | Problems of the Closely-Held Corporation | Memphis Society of CPAs—Training Program at Memphis State University |
| New York | | | |
| BROWN, VICTOR H. | Aug. 17-19 | The Language of Business and Finance; Accounting for Business Transactions; Concepts of Managerial Accounting | American Management Association—Seminar |
| | Sept. 14-15 | Structuring the Accounts for Maximum Information and Control; Profit Center and Product Line Accounting | American Management Association—Seminar |
| | Sept. 15 | Embarking on a Cost Improvement Program | North Jersey Shore Chapter of National Association of Accountants |
| | Sept. 16-17 | Effective Management Reporting; Capital Budgeting; Make or Buy Decisions | American Management Association |
| | Oct. 20 | Cost of Retail Credit | Boston Conference on Distribution—sponsored by Boston University |
| | Oct. 20 | Profitability Accounting | Budget Executives Institute—New York Chapter |
| | Oct. 23 | Applying Corporate Profit Goals | Irving Trust—Seminar for Industrial Executives |

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| | Oct. 26-28 | Accounting: The Language of Business and Finance; Analysis of Financial Statements; Concepts of Managerial Accounting | American Management Association—Seminar |
| | Nov. 5 | Discounted Cash Flow vs. Present Worth. What's the Difference? | National Association of Accountants Conference—New York City |
| | Nov. 11 | Implications of a Base for Realistic Payments for Care | American Association of Homes for the Aging—Panel Discussion |
| | Nov. 12 | Discounted Cash Flow vs. Present Worth. What's the Difference? | National Association of Accountants—Conference—Kansas City |
| | Dec. 15 | Profit Control Concepts | National Association of Accountants—Olean-Bradford Chapter, Olean, New York |
| | Jan. 13 1965 | The Nature of Distribution Costs | American Management Association—Seminar |
| | | Customer Credit Costs in Department Stores | NRMA Convention—New York City |
| | Jan. 14 1965 | Distribution Costing: Its Place in Corporate Profit Planning and Control | American Management Association—Seminar |
| GIBBONS, ROBERT P. | Sept. 15 | Variable Budgets | American Management Association—Seminar |
| GOLDSCHMIDT, ROBERT A. | Aug. 20 | Return on Investment Methods and Financial Appraisal and Evaluations | American Management Association |
| | Sept. 14-16 | Capital Budgeting Techniques | American Management Association—Seminar |
| | Oct. 8 | Return on Investment as a Guide to Capital Budgeting Decision | American Management Association—Seminar |
| MULVIHILL, DENNIS E. | Oct. 29 | The Impact of EDP on Middle Management | Middle Management Institute Civil Service Commission |
| | Nov. 16 | EDP Feasibility Studies | National Association of Accountants—Seminar |
| MUNRO, ROBERT G. | Aug. 19 | Concepts of Managerial Accounting | American Management Association—Seminar |
| PAUL, HERBERT M. | Nov. 23 | New York State Taxation | New York State Society of CPAs—Technical Meeting |
| RAPP, ANTHONY E. | Aug. 17-18 | Generally Accepted Accounting Principles | American Management Association—Seminar |
| SPORER, MAX | Sept. 14-16 | Background and Present Uses of Return on Investment by Management | American Management Association—Seminar |
| STEVENS, ROBERT G. | Sept. 2-3 | Planning for Profit | Folding Paper Box Association—Seminar |
| | Sept. 14-18 | The Role of Cost Standards in Management Planning and Control; Budgetary Control of Costs; Integrated Use of Variable Budgets for Product Costing and Cost Control; Profit Planning; Pricing for Profit | American Management Association—Seminar |
| TARALLO, ANTHONY E. | Sept. 17 | Profitability Accounting and Marketing Costs | American Management Association—Seminar |
| | Jan. 13 1965 | Controllershship Support for Marketing Management | American Management Association—Seminar |
| | Jan. 15 1965 | Methods Used in Accumulation of Distribution Costs | American Management Association—Seminar |
| TRAYER, FRANK | Oct. 2 | Cash Flow | Ohio Society of CPAs—Chairman of professional course in Dayton |
| WEINER, HERBERT | Nov. 11 | Goodwill in the Sale of a Business: Allocation; Accounting Requirements | New York University—Annual Tax Institute |
| WEINSTEIN, EDWARD A. | Oct. 31 | Evaluation of Internal Control | New York State Society of CPAs—Nassau-Suffolk Chapter. |

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|----------------------|-------------|----------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------|
| Philadelphia | | | |
| MARKHUS, ROGER | Sept. 30 | Individual Tax Problems Created by Recent Developments | University of Pittsburgh—Tax Conference |
| TONKS, GEORGE O. | Nov. 17 | Generally Accepted Accounting Principles | AICPA Staff Training Program in Philadelphia |
| VISCONTI, DONALD E. | Sept. 22 | Small Business and Its Many Problems | Delaware Valley Photo Dealers Association |
| Phoenix | | | |
| OSMAN, IRA | Sept. | CPA's in Public Practice | Arizona State University |
| Pittsburgh | | | |
| HENDERSON, ALAN D. | Oct. 15 | Standards of Reporting | AICPA Professional Development Course |
| WERBANETH, LOUIS A. | Oct. 29 | The Revenue Act of 1964 | National Association of Accountants—Pittsburgh Chapter |
| | Nov. 16 | Mergers and Acquisitions | Pennsylvania Institute of CPAs |
| Portland | | | |
| CRAWFORD, JOHN | Sept. 25 | Question and Answer Period | Northwest Tax Institute—Eugene |
| Rochester | | | |
| LAWLER, JAMES | Oct. 21 | Cost and Financial Analysis and Reporting — Other Companies | National Association of Accountants—Rochester Chapter |
| St. Louis | | | |
| BAUER, KENNETH J. | Oct. 21 | Opportunities in Public Accounting | William S. Krebs Accounting Club of Washington University |
| FLEISHER, DAVID L. | Sept. 2 | Selective Inventory Management | Electronics Conference, Retail Research Institute, NRMA |
| | Nov. 17 | Management Reporting | Houston Retail Controllers |
| HORNSBY, RICHARD | Sept. 8 | Profitability Accounting | Budget Executive Institute |
| KEYDEL, JOHN | Sept. 29-30 | The Impact of Systematic Management on the Retail Store Organization | National Retail Merchants Association Seminar in New York |
| San Diego | | | |
| MALKIND, JOHN J. | Nov. 10 | Tax Saving Considerations in Investments | Shearson Hammill & Co. |
| San Francisco | | | |
| BOWEN, DALE S. | Oct. 7 | Industry Reporting under Profitability Accounting | California Freezers Association |
| | Oct. 12 | Current Trend in Revenue, Cost and Profit | Pacific States Cold Storage Warehousemen's Convention—Santa Barbara |
| | Dec. 3 | Accounting for Raw Product | Institute of Food Technologists in Berkeley |
| GERVER, ELI | Sept. 11 | Legal Responsibility and Tax Practice | Utah Association of CPAs, Salt Lake City |
| | Oct. 19 | 1964 Federal Income Tax Law Revisions | Small Businessman's Workshop, sponsored by the Small Business Advisory Committee of the Greater San Jose Chamber of Commerce |
| | Oct. 23 | Legal & Ethical Responsibility in Tax Practice | Nevada Society of CPAs |
| | Nov. 6 | Defending Thin Corporations | 1964 Tax Accounting Conference—Fairmont Hotel—San Francisco |
| | Nov. 9 | Defending Thin Corporations | 1964 Tax Accounting Conference—Beverly Hilton Hotel—Beverly Hills |
| WARNICK, PAUL | Nov. 9 | The Effect of Cooperatives on the California Canning Industry | Growers, Shippers & Cannery Supply Credit Group—California Hotel |
| WENTZ, TED | Oct. 15 | Capital Budgeting to 1964 Management Services/Systems | Conference sponsored by California Society of CPAs—San Francisco |
| | Oct. 16 | Capital Budgeting to 1964 Management Services/Systems | Conference sponsored by California Society of CPAs—Los Angeles |
| | Oct. 20 | Product and Product Line Accounting | American Management Association—Seminar—Los Angeles |

Seattle

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| ALKIRE, D. L. | Sept. 10 | Property Tax Exemptions | Associated Clubs of the North End |
| | Sept. 21 | Regulatory and Income Tax Requirements | Washington Savings & Loan League Convention—Vancouver, B.C. |
| | Nov. 18 | Multiple Corporations—Arm's Length Accounting | National Association of Accountants, Seattle Chapter |
| BENJAMIN, R. M. | Sept. 22 | Audits and Examinations | Washington Savings & Loan League Convention—Vancouver, B.C. |
| GAEDE, W. G. | Oct. 20 | Professionalism as it Applies to Accounting | Federal Government Accountants Association, Seattle Chapter |
| SWENSON, N. E. | Oct. 22 | Estate Planning | Washington Society of CPAs Seminar |
| WOODFIELD, G. M. | Oct. 22 | Standards of Field Work | Washington Society of CPAs Seminar |

Articles and Books

| AUTHOR | EDITION | TITLE | PUBLICATION |
|-----------------------------------------|---------|--------------------------------------------------------|---------------------------------------------|
| TRB&S Study directed by VICTOR BROWN | Summer | Study of Consumer Credit Costs to Department Stores | Senate Banking Committee's printed hearings |

Chicago

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| TRUEBLOOD, ROBERT M. | Aug.- Sept. '64 | Meeting The Future Demands of the Profession | Professional Development and the CPA |
| (co-authored with Churchill and Miller) | Nov. | Auditing, Management Games and Accounting Education | Book |

Executive Office

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| DIAMOND, WALTER H. | Sept. | Foreign Licensing | Appliance Manufacturing |
| | Sept. | Licensing Abroad | Apparel Manufacturer |
| | Sept. | Overseas Licensing | Credit & Financial Management |
| | Oct. | Licensing Overseas | Sales Management |
| | Oct. | Tax Advantages of Incorporating in Panama | Prentice-Hall Tax Ideas |
| | Nov. 6 | Investments in United Kingdom and Communist Buying in Commodity Markets | National Association of Credit Management— Weekly Bulletin |
| PORTER, W. THOMAS | Fall Issue | Licensing vs. Investments | International Executive |
| | Aug. '64 | Evaluating Internal Controls in EDP Systems | Journal of Accountancy |
| | Jan. '65 | Advanced Business Systems for Department Stores | Retail Control |
| WERNTZ, WILLIAM W. | July 29 | SEC—Questions and Answers | Practicing Attorney's Letter |
| | Sept. | Disclosure Requirements—What Do They Mean? | Investment Dealer's Digest |

New York

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| PAUL, HERBERT M. | Dec. | New York State Personal Income Taxes | New York Certified Public Accountant |
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